



BIRAC-BioNEST Acceleration Program Phase 2 at Indigram Labs Foundation



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INTRODUCTION

The BIRAC BioNEST Program at ILF was established in 2020 with the specific goal of providing comprehensive support to agri-tech and food-tech startups. ILF hosts the BIRAC BioNEST Acceleration unit extending support to cohort-based startups for the entire duration. The BioNEST facility includes ten fully equipped workstations on the first floor of the office in Tughlaqbad Delhi, providing startups with all the essential amenities and facilities conducive to seamless operations and convenient access to funding resources. The Programs supports 10-15 startups each, offering need based customized, cost-effective, value-added services to start-ups like mentoring, legal, technical, go-to-market support, field testing of prototypes, IP related services, facilitation of financial linkages, and facilitating connections with Farmer Producer Organizations (FPOs), leveraging ILF's substantial visibility in the domain. Support is extended to startups possessing a Technology Readiness Level (TRL) of 7 and above in the dynamic domains of Agriculture (encompassing Aqua Culture, Fisheries, and Veterinary), Industrial Biotech (dedicated to industrial products derived from agriculture and secondary agriculture), and Bioinformatics & Software, with a specific focus on Agritech/Foodtech applications.

Over a period of 3 years, the program has successfully supported 30 startups in agribiotech, agri-climate-tech, agrifood-tech, and aquaculture. These startups have leveraged the extensive network of Farmer Producer Organizations (FPOs) and farmers associated with ISAP, the parent organization of ILF.

As a result, more than 50% of the startups have raised investor capital, and over 14 startups are earning revenue of more than 1 crore per year. The program has been extended to Phase 2 in view of its grand success in the first phase. The programs aims to further focus on not only benefiting the startups but also providing farmers with access to innovative products and services at reasonable costs, and in many cases, better margins for their products or cost-effective and timely agri-supply.



ELIGIBILITY CRITERIA

1. Technology Readiness Level (TRL) of 7(seven)
2. Indian start-ups working in Agriculture (Including Aqua Culture and Fisheries and Veterinary), Industrial Biotech (Industrial products from agriculture & secondary agriculture) and Bioinformatics & software (Agritech/ foodtech focused)

PROGRAM DETAILS

The Program aims at working with startups in raising funds, market networking and mentoring assistance

- 01 Start date: **15th May, 2024** (Tentative)
- 02 Duration: **12 Months** (Handholding extendable up to 24 Months in special circumstances)
- 03 Program Mode: **Virtual or Physical**



STARTUP

WHAT WE OFFER

- 1** Sophisticated and well-equipped office space including workstation, meeting rooms at easily accessible location in Delhi.
- 2** Access to Seed funds under Nidhi SSS and SISFS (Subject to scheme guidelines) and ILF Meity Samridh
- 3** Providing across India networking support to the startups including FPO connects
- 4** Mentor-led business development (Finance/ Talent Acquisition Management Practices/ VC/ Finance & Accounts etc).
- 5** Mentor-led coaching for investor pitching and providing one actual Investor pitching opportunity. Connecting the startups to R & D institutes for their scale up technology requirements.



ABOUT INDIGRAM LABS FOUNDATION

Founded in 2015 as a Technology Business Incubator under Section 8 (Not-for-Profit Company) of the Companies Act 2013, Indigram Labs Foundation (ILF) is supported by the National Science and Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology, Government of India.

ILF has the necessary infrastructure and facilities to support startups with an area of 7000 sqft. including 35 workstations (equipped with latest desktops/laptops, printer wi fi scanner etc), conference rooms and other amenities (pantry, washrooms etc). For domain specific research, ILF facilitates connects with best-in-class facilities available across India.

ILF has established linkages for facilitating market access in thrust areas of Agri-Tech (IoT, AI and Machine learning), Green Energy & rural healthcare etc. The parent organization ISAP has promoted FPOs – providing incubatees a ready market and backward linkage for input sourcing. ILF has trained 4000+ youths in collaboration with ISAP and has created 2500+ Agriventures. The incubator has a very strong farmers network through its 300+ FPOs' network across 23 states of India that is readily available to ILF Incubatees for expanding their operations across India

160+ Startups supported

INR 3467 Cr

Funding raised by Startups



INR 16.2 Cr

Seed Fund disbursed to Startups



5000+ Jobs created



ILF IN NUMBERS



23 States Impacted across India

60 Total Investment



300+ FPOs reached & served by Start-ups



WHY INDIGRAM LABS FOUNDATION

- Within a short span of 9 years Indigram Labs foundation has acquired the brand image of best Agritech Incubator/Accelerator
- Seed fund partner to Department of Science and Technology (DST, NIDHI SSS), Department for Promotion of Industry and Internal Trade (DPIIT, SISFS), and Ministry of Electronics and Information Technology (MeitY, Samridh), Government of India
- Track record of facilitating investor funds for its Incubatees-ILF supported start-ups have raised Funds- **~INR 3467 Crores**
- Till date invested **INR 16.2 Crores** in start-ups and demonstrated that the team has the expertise to identify and support promising start-ups
- Awarded the **Emerging Technology Business Incubator of the Year-2019** (National Level) – National S&T Entrepreneurship Development Board, Department of Science & Technology (Government of India)
- By virtue of its parent organization ILF has linkages with FPOs and farmers across **23 states** of India

ADDITIONAL REQUIREMENTS

The selected start-ups need to sign an acceleration agreement with ILF. Both Physical and virtual modes will be available, as per the convenience of the selected entrepreneurs.

link for Application form

<https://forms.gle/HH65B1kjKCtYSD9Y9>

SUCCESS STORIES OF BIRAC BIONEST PROGRAM

GrowComs Private Limited

Founded by George Kurian Kannanthanam, Bibin Mathews and Narendranath P in 2021, Growcoms is working with a vision to improve efficiencies across the complex nodes in the highly fragmented spices value chain. The company focuses on raising farmer awareness about improving product quality and thus earning the best price for their products. Growcoms aims to become a one-stop shop for Indian spices and value-added products, popularizing them globally via the use of technology. The company also provides agronomy, product development, and market connections. The startup was relatively mature and very clear on their path to scale and needed the fund support to kick-off when they joined ILF. They were funded under the Startup India Seed fund scheme at ILF with 25 lakhs as convertible Debt. Following which our investment team worked with them aggressively on Investor Introductions and were able to quickly raise 7.8 Cr in funding led by Info Edge in July 2022. The raised funds will be used to scale up its tech platform and expand its market reach. The agritech startup also plans to further strengthen the traceability and transparency of the spices value chain. GrowComs is part of second Cohort of BIRAC-BioNEST at ILF. ILF is now supporting the startup with

Verdant Impact Private Limited

Verdant was selected in the 2nd Cohort of ILF BioNEST. It is a full stack animal husbandry platform. The startup is providing farmers with backward and forward linkage for purchase and sales of livestock. The Animal ICU, provides digital livestock healthcare services to the farmers for the wellbeing of their animals. The animal mark and certification, helps in unique identification of the animals using RFID and providing a certification of quality. Their RFID reader can help in precise animal identification which helps farmers in availing credit products for their animals. The startup also introduced a cattle credit card product with help of banking partners. The startup was looking for network help from Indigram labs foundation and joined us even when they had an offer from Villgro. The startup has also been selected by ILF under its Meity Samridhh scheme wherein they have an opportunity to raise upto 80 lakhs from Meity and Investors. Meanwhile, the startup has been approved funding of 1 Cr from Atal New India Innovation Challenge. Recently, they were selected among the 5 startups to interact with the honorable Prime 53 Minister at the Kisan Conclave help on 16-17 October at IARI. The startup is playing instrumental role in managing the Lumpy viral disease in cattle. The startup further acquired Krishak Agro in October 2022. The Cattle Feed Company and Brand Krishak Agro (Founded by visionary Mr. Kanahiya Lal Ji, ExIFFCO) is now part of Verdant family. With this deal they have access to Krishak Agro's AniFeed platform, 2900+ new Rural retail centres, got inked-partnerships with 200+ Milk FPO, some third party production MOU for various brands, alongwith lakh of paying retail users from our 'Bharat'. The startup plans to open 15,000+ New D2F Rural Retails centres in remote village in this year with the average display area of 1000 Sq/ft per centre and 10,000 Sq/ft+ Storage facility at village level. The startup aims to become one of Top10 D2F Rural Retail chain and supply mechanism within next 3 years for Bharat.

TOP PERFORMING PORTFOLIO STARTUPS

Sl No	Name of Startup	Investment date	Investment amount (In Lakhs)	Current Mark to market as on Jan 2024 (INR Lakhs)	Multiple
1	 Farmley B2B Platform for niche food commodities	September 2018	2.86	665	232X
2	 Absolute Foods Controlled production using Crop Recipes & Data Science	March 2019	5	818	164X
3	 Tractor Junction Marketplace for Farm Mechanization	November 2019	5	125	25X
4	 PoshN B2B Marketplace	October 2021	40	960	24X
5	 Balwaan Ecommerce and E-commerce for small farm Mechanized Equipment	July 2021	50	500	10X



Startup Supported (>150)

Startups Incubated	119
Virtually Incubated Startups	85
Startups Graduated/Exited	41
Physically Incubated Startups	37
Startups Joined Acceleration Program	100+
Start-ups Invested	62



International Partners



Investor Partners



National Partners



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